

Leadership Training

Sales Forecasting for Sales Leaders

In aula

This one day seminar will enhance your sales forecasting accuracy using a process oriented approach – no matter what CRM you may be using, or if you even have one.

Che cosa imparerai

1. Understand types and blends of forecasting 2. Weigh forecasting indicators 3. Use an Analytic Model to determine forecasting percentages 4. Employ the Analytic Model to coach sales reps on how to advance opportunities in their pipeline 5. Set actionable steps and goals for advancing opportunities in the pipeline

Perché vuoi impararlo

Sales Managers, Directors and VP's attending will enhance their ability to analyze opportunities and coach their sales reps to insure they have accurate forecasting data.

In che modo ti aiuterà

This seminar will help eliminate unnecessary forecasting stress and develop strategies to increase potential sales closing probability. Increased accuracy of sales forecasts will help you to avoid revenue shortfalls or an influx of orders your company may not be prepared for.